

## Message Text

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ACTION EUR-12

INFO OCT-01 EA-06 ISO-00 CIAE-00 DODE-00 PM-03 H-01 INR-07

L-02 NSAE-00 NSC-05 PA-01 RSC-01 PRS-01 SP-02 SS-15

USIA-06 AID-05 EB-07 CIEP-01 TRSE-00 STR-01 OMB-01

CEA-01 COME-00 NIC-01 OES-03 CU-02 SCA-01 SAJ-01 /087 W  
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R 220604Z JAN 75

FM AMEMBASSY BERLIN

TO SECSTATE WASHDC 269

INFO AMEMBASSY BONN

AMEMBASSY LONDON

AMEMBASSY MOSCOW

AMEMBASSY PARIS

AMEMBASSY TOKYO

USMISSION USBERLIN

C O N F I D E N T I A L BERLIN 5097

E.O. 11652: GDS

TAGS: BEXP, PFOR, JA, GE

SUBJECT: GDR TRADE DELEGATION TO JAPAN

1. IN MY CALL ON JAPANESE AMBASSADOR TO THE GDR MORIKI TANI  
JANUARY 21, A MAIN TOPIC WAS THE FORTHCOMING VISIT TO JAPAN  
OF A HIGH-LEVEL EAST GERMAN TRADE DELEGATION.

2. THIS DELEGATION WILL BE LED BY FIRST DEPUTY PRIME MINISTER  
GUENTER MITTAG AND WILL INCLUDE OTHER HIGH RANKING GDR OFFICIALS,  
AMONG THEM DEPUTY FOREIGN TRADE MINISTER BEIL WHOSE VISIT TO THE  
U.S. WAS RECENTLY POSTPONED. TANI SAID THIS IS THE THIRD YEAR OF  
TRADE VISITS BETWEEN THE GDR AND JAPAN. JAPANESE TRADE NOW  
AMOUNTS TO 0.5 PER CENT OF THE EAST GERMAN TOTAL, WITH 70 PER CENT  
OF GDR TRADE EARMARKED FOR COMECON NATIONS, 10 PER CENT WITH THE  
FRG AND THE REMAINING 20 PER CENT WITH OTHER COUNTRIES OF THE  
WORLD. TANI SAID THERE WAS LITTLE IN EAST GERMANY TO INTEREST  
JAPAN, PRESENT TRADE BEING PRIMARILY IN OPTICAL INSTRUMENTS AND  
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MACHINE TOOL.

3. THE JAPANESE AMBASSADOR DESCRIBED EAST GERMANY AS "THE FACTORY OF COMECON," POINTING OUT THAT RAW MATERIAL FROM OTHER EAST EUROPEAN COUNTRIES IS FREQUENTLY SENT TO EAST GERMANY TO BE PROCESSED INTO MANUFACTURED GOODS. IT HAS BEEN CLEAR TO THE JAPANESE THAT THE PRIMARY INTEREST OF THE GDR IN TRADE WITH THE WEST LIES IN THE ACQUISITION OF TECHNOLOGY. TANI SAID IT IS GENERALLY ACKNOWLEDGED THAT THE GDR IS SOME 20 YEARS BEHIND THE FRG IN TECHNOLOGICAL DEVELOPMENT. MOREOVER, MOST NEW TECHNOLOGY FLOWS TO THE GDR FROM THE USSR. TANI BELIEVES THAT EAST GERMAN LEADERS ARE NOW MORE THAN EVER INTERESTED IN ACQUIRING DIRECT ACCESS TO WESTERN TECHNOLOGY. HE SAID THAT THE GDR PREFERS TO ACQUIRE KNOWLEDGE OF TECHNOLOGY BY SENDING ITS EXPERTS ABROAD, RATHER THAN HAVING FOREIGNERS RESIDENT IN EAST GERMANY, (DR. BEIL SUBSEQUENTLY TOLD EMBOFF HE EXPECTED TO SIGN A LONG-TERM BILATERAL AGREEMENT OF INDUSTRIAL, SCIENTIFIC AND TECHNICAL COOPERATION WHILE IN TOKYO.)

THE JAPANESE DO NOT HAVE A TRADE AGREEMENT WITH THE GDR, AND, GIVEN DIFFERENCES IN PRICING SYSTEMS AMONG OTHER OBSTACLES, TANI DOES NOT BELIEVE THAT A TRADE AGREEMENT WILL BE POSSIBLE.

4. ANOTHER AREA OF ACTIVITY IN GDR-JAPANESE RELATIONS IS CULTURAL EXCHANGE. JAPANESE MUSICIANS HAVE VISITED EAST GERMANY, AND A LARGE EAST GERMAN ORCHESTRA TOURED JAPAN LAST YEAR. TANI POINTED OUT THAT THE JAPANESE DO NOT HAVE A CULTURAL AGREEMENT WITH THE GDR, BUT WILL BE ATTEMPTING TO NEGOTIATE ONE. A DIFFICULTY ALREADY ENCOUNTERED BY VISITING JAPANESE ARTISTS IS THAT THEY ARE PAID IN EAST GERMAN CURRENCY, WHICH TO THEM IS "WORTHLESS PAPER."

5. AMBASSADOR TANI, WHO HAS BEEN IN BERLIN FOR APPROXIMATELY 7 MONTHS, HAS A STAFF OF 5 OFFICERS. HE HAS FOUND EAST GERMAN OFFICIALS CORRECT BUT RATHER INACCESSIBLE. A CAREER DIPLOMAT WITH MANY YEARS OF SERVICE, INCLUDING TWO TOURS OF DUTY IN THE U.S., TANI LEFT ME WITH THE IMPRESSION THAT JAPAN HAS LIMITED AMBITIONS IN EAST GERMANY. THE JAPANESE, FOR EXAMPLE, DO NOT INTEND TO NEGOTIATE A CONSULAR AGREEMENT.COOPER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SCIENTIFIC COOPERATION, TECHNOLOGICAL EXCHANGES, TRADE VISITS, CULTURAL EXCHANGES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 22 JAN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975BERLIN05097  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Film Number:** D750023-1179  
**From:** BERLIN  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750131/aaaabbmi.tel  
**Line Count:** 99  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EUR  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** GolinoFR  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 19 MAY 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <19 MAY 2003 by BoyleJA>; APPROVED <20 MAY 2003 by GolinoFR>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** GDR TRADE DELEGATION TO JAPAN  
**TAGS:** BEXP, PFOR, JA, GC  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006